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British Columbia's Computer Information Source

February 1986 PREMIERE ISSUE

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Welcome to The Computer Paper, our premiere edition.

We hope to stir the world in the Vancouver computing scene with an informative monthly without focusing on the issues of the business computer community.

Our first issue's circulation is 30,000 and is being distributed FREE in the Vancouver area through computer related businesses, user group meetings, the library system/computer training centres, book stores, newsstands and other computer outlets. The Computer Paper will also be distributed in locations with large computer installations.

We will be rapidly increasing our local U.S. and Japanese coverage of current industry stories from *Wendy Wood's KNOW IT ALL*, the acclaimed computer-related news service. In addition we intend to cover local industry events, products and companies. Look forward to computer related stories and features which affect and concern you on a local level.

If you are a business computer user looking for someone to go to problem, or a customer with a wealth of knowledge or share, THE COMPUTER PAPER needs high quality features and articles. An emphasis on the local market and Vancouver's C.I. Canadian success stories in what we term "Read on me" type of copy предложений и изображений. Клиентская служба

We plan to carry a regular CALENDAR OF EVENTS. To ensure that your listing is covered, call and let us know about it. Note that these listings are FREE but we reserve the right to edit them for content and length.

We look forward to serving the Vancouver and B.C. computer industry and public with THE COMPUTER PAPER and welcome any and all of your support in doing this.

KAREN SINGH KHANIA
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Custom Payroll Report



Early dot matrix printer.

NEWSBYTES

By Wendy Woods

PC2 CLONE CHIP SET ANNOUNCED, FEW PUBLICLY LEAP TO GRAB IT

SAN JUANICIO, Calif. — Thriving relations at the works, Clipsal and Technologies has released "Version 0.0.1" of a generic 386 chip sample set of PC2 chips to computer makers by February, and optimistically predicts that the first PC2 computer could be ready for sale by the summer. At a New York news conference, Clipsal was accompanied by Adaptec, Phoenix Technologies, Micronics, and Texas Instruments, all of whom, and they can offer a complete package of hardware and software for PC2 clones makers who want to duplicate the functions of the 387 Microchip's 80387 and 80486. Paul Larson, a Clipsal and Technologies marketing manager, "Now we're the problem people in Taiwan are indeed our best supplier." Company officials also predictably say, "It's always close when you reach the higher-end 387 Market with us."

The remaining feature of the new chip set is an speed. Clipsal claims its PC2 set is 80% faster than IBM's. And Adaptec's hard disk controller will accommodate 270 million characters of storage while IBM uses only 260 million.

No computer manufacturer was present at the news conference, which they generally are taking a wait-and-see attitude. IBM has publicly welcomed it as well, going so far as to file PC2 chips. And Comshare, Associates of Texas, California, and a group of eight, serving 10 percent of the Macintosh Architecture's "soft confidants," believe computers developed by any manufacturer and all who claim to follow IBM's path will have to answer to them for a license. But in the 386 arena, at least, a Clipsal spokesman expressed the company's opinion that IBM will have to allow clones of Macintoshes for free to survive. "They understand people that it's going to be a standard," says Guy Morris, CEO. "If it's not a standard, then we're dead."

RAVENPRO HOPES TO BE FIRST ON BLOCK WITH PC2 CLONE

MILAN, MIAMI, and Co. (MI) — While it is generally known that virtually all major PC manufacturers have a PC2 chip on the drawing boards, few are encouraging their competing designs first. PC2 clone maker will also be the first to walk a license by IBM. But Kappa Computer has boldly gone where no other competitor has gone before, and has announced it will release an IBM-based PC with a Macintosh Architecture-compatible box by June. Kappa President David Kay has reportedly failed to find two boxes of the machine by his name, but Kappa will have a license from Big Blue to the PC2 technology.

HEWLETT-PACKARD SET TO UNVEIL LASER-LIKE INK-JET PRINTER

PARSIPPANY, N.J. (MI) — On February 1, Hewlett-Packard will introduce a \$999 ink-jet printer that's said to rival the laser printer in output. The DeskJet and desktop printer price per minute and produce a 300 dots per inch output, reportedly far above printer drivers' average ink-jet printer printers. The DeskJet will be aimed at the home-quality printer market and could be a significant product for the company.

ASUS-TI-MICROSOFT TEAM UP TO BEAT IBM

KIRKLAND, Wash. (MI) — Microsoft and ASUS/TI have announced plans to jointly market a software product which processes on computers, in the area of networking, with IBM's coming Expanded Edition of OS/2. Microsoft and ASUS/TI will jointly market S2G, Rover, based on technology licensed from Syntex of

Berkeley, Calif. The product will allow networked PCs to share valuable pointers and databases previously reserved to mainframe users and administrators, a task IBM has so far promised will be possible with Expanded Edition of OS/2. While neither company has announced a release date for the software, they have said it will be available in the second half of this year.

The three or so major Bay Area/Taipei, where S2G's family of products has been an area of dispute in order to dominate the markets of a number,

THERE GOES THE NEIGHBORHOOD; LOTUS MOVES NEXT TO MICROSOFT BILLERICA, Mass. (MI) — Lower Chelmsford in Massachusetts may elicit snickers in Bill Gates' repetition of a major sales office in reinforced Microsoft's home base. Gates is opening a major sales office in Billerica, just across from Redwood City where Microsoft's corporate headquarters are located. In fact, says Marcia, the firm may be moved but the chairman of business magnates are out of town. According to the *CHARTERED TRADER*, "We know each other very well. I am continuing to do business in March. Indeed I have been doing so at Bill Gates' Microsoft Chairman's [sic] house."

Lotus plans a 100-person office to replace Lotus' 1-3-1, Woburn site, its other products in the Massachusetts US.

DIGITAL LIKES CLONES, TOO

SOUTHBORO, Mass. — Last makers of IBM PC clones feel left out by Digital's announcement last week of a developing link between DEC equipment and the Apple Macintosh. Digital has sold machines that fit well enough to mesh easily between VAX computers and the world of the clones. Digital is specifically targeting Comshare, Associates, and AT&T (AT&T) personal computers for VAX links. Peter Antons, Digital's vice-president, said, "Apple is part of Digital's broader strategy," which includes linking virtually anything that can communicate via VME boards.

Digital also has confirmed that it is involved by the recently-announced deal between AT&T and Comshare/Micromodels to upgrade the UNIX operating system. Digital is one of more than a dozen companies which run UNIX which signed a letter to AT&T expressing concern about the Sun-AT&T deal. The other UNIX users fear that Sun and AT&T will make UNIX proprietary.

LOTUS UPGRADES SYMPHONY, JAZZ

CAMBRIDGE, Mass. (MI) — Lotus Development Corp. has unveiled Symphony 2.0, a new version of an integrated software package for 386 PCs and clones. As the name says, Comshare's royal step Masters has the goods. Modern Jazz is a new version of an desktop publishing (DTP) spreadsheet and management software for the Apple Macintosh computer. Symphony (not copy protected) will feature an enhanced word processor, a text editor, spelling checker, a file locking utility, and 1024x1024 resolution. Available in February, Symphony 2.0 will cost \$995 each. Upgrade range from \$195 to \$495. For more information, call 1-800-TRIDENT.

Modern Jazz will be priced at \$995 and Lotus will communicate with improved Java cards by mid-February of 1990. The new Java card will read fast (10.5 Kbytes and 1.1 Mbytes). A key feature of Modern Jazz is an English-like command language with a library of macros for automated and customized applications. The program runs on the Mac Plus, II, and IIe. It would use memory of 512K, 1MB, 2MB, 4MB, 6MB, and 8MB.

SYNTHESYS are compiled by Wendy Woods, Ken Miller, Dan Markman, Michael Meister, and Peter Vennerino, and Scott Rausch. Copyright © 1990, Synthesys

Labs and plans to maintain a version of it that's selling for \$7-10 for the Macintosh line sometime this year, but no for the product is reported.

THE MARKETS

HIGH TECH STOCK SCOREBOARD: MOST LOOKING GOOD

SAN FRANCISCO (MI) — Silicon Valley firms performed well this quarter as the latest quarterly reports show it's marching.

APPLE COMPUTER reported a record 100% jump in earnings to \$12.4 million in the last quarter. Revenue rose 23% to \$1 billion. Selling sales of the Macintosh SE and the Apple 3000 got the credit from CEO John Sculley.

BUSINESS COMPUTER reported 100% leap in profits and 42.5% jump in revenues compared to a year earlier. The latest annual report shows revenue of \$122 million.

IBM MICROSYSTEMS' earnings jumped 77% to \$103 billion on sales of \$110 billion. The results have gone to buying units of OS/2 packages, Microsoft Windows 3.0, and Windows Version 2.0.

SUN MICROSYSTEMS moved into the mainframe sphere with a doubling of revenue (\$23 million) compared to a year earlier.

ADORE TOP SOFTWARE STOCK PERFORMER IN '90

PALO ALTO, Calif. (MI) — Adobe Systems stock was the top winner in 1990, according to a ranking just published by "Software," a software industry newsletter published by Jeffrey Taylor in Cambridge, Mass. Adobe started the year at \$12.75 per share and ended \$89.30, a 131% year-to-year increase. Second best was Microsoft with a 124% yield. Following in declining order were Lotus, Associates, Macromedia, Intergraph, Software Publishing, Autodesk, Tandem,

Autodesk, Aldus, and Synaptics were the only firms on the survey which had losses for the year. Aldus, which started at \$12.00 per share at the start of 1990, ended the year at \$17.50, a drop of 12.5%. Intergraph had really disappointing results, losing 50% of its \$27.25 price over the course of the year.

CONTACT: SOFTLINKER, 412/968-0337

NEWSBYTES CANADA

IBM CANADA PROFIT UP LESS THAN PARENT'S

MONTREAL, Que. (MI) — IBM Canada Ltd. reported net income of C\$32 million under year-ended Dec. 31, up 3.2% from the previous year's C\$30.2 million. That's less impressive than the parent company's 9.8-per-cent increase, which was helped along by favourable foreign exchange rates. IBM Canada's revenues were C\$1.16 billion, up from C\$1.04 billion in 1989. The company's expense rate 30 per cent at C\$900 million.

CONTACT: IBM CANADA LTD., 2000 Steeles Ave. E., Markham, Ont. (416) 494-5111

CANADIAN COMPUTER STOCKS HAVENT DISCOVERED

TORONTO (MI) — If you want an aggressive investor after the stock market crash of October 19, and you bought a basket of Canadian high-tech stocks at bargain-basement prices, you can cash out yet. In fact, unless you picked very well, you're in position when you were done investing.

NEWSBYTES CANADA checked the price of 18 computer-related stocks on the Toronto Stock Exchange.

Continue on page 8

FREE SUBSCRIPTION TO THE COMPUTER PAPER

(well sort of free, you see you have to fill in this questionnaire to get it. But if you do, then we will mail it to you and you will never have to miss an issue.)

Dear Reader,

Welcome to the Computer Paper for our Premier Issue. We hope you are enjoying it. We would like to start things off right by getting some feedback from you. As an incentive, we will put you on our mailing list if you take the time to fill in the questions below.

The questions are to give us an idea of what's happening to our first effort, and to give us direction as to where you would like to see it go. It also gives us something to tell our advertisers when they ask "who's reading it?" So we encourage you to take a few moments and fill in the answers.

1) Which offices did you read? And how do you rate them 1-10 (1 is good, 10 is bad)

Name of Article _____ Rating: _____

2) How many other people read your copy of the Computer Paper?

- nobody
- One person
- 2-5 people
- 6 or more

3) Do you plan to keep the paper once you have read it?

- yes - refer back to the articles
- no, don't intend to keep it
- other _____

4) What is your position in the company?

- President/Director/CEO
- Vice President
- Senior Manager
- Middle Manager
- Employee
- Consultant
- Salaried Employee
- other _____

5) Are you:

- Male
- Female

6) Do you influence your company's decisions on purchasing, leasing or renting any of the following? Check off those that apply:

- computer accounting services
- desk top publishing services
- computer consulting
- computer hardware
- computer software
- office equipment (typewriters, copiers)
- office furniture
- computer stationery
- telecommunications equipment
- on-line computing services
- other _____
- none of the above

7) What category best describes the industry you work in?

- retail trade
- wholesale trade
- manufacturing
- construction
- resource based
- transport/communications
- banking and finance
- insurance
- accounting
- business services
- professional health/ legal/ education
- professional engineering/architectural
- public service/government

8) How many employees work for your company in the Vancouver area?

- 1-5
- 6-10
- 11-25
- 26-50
- 51-100
- 101-250
- 251-500
- 501-1000
- 1000+

9) What best describes your office?

- Branch office
- Local office
- Head office
- Other _____

10) What is your company size by total annual sales/revenues?

- Under \$100,000
- \$100,000-\$200,000
- \$200,000-\$300,000
- \$300,000-\$1,000,000
- \$1-5 million
- 5-10 million
- other _____

11) How old are you?

- under 25
- 26-34
- 35-44
- 45-54
- 55-64
- over 65

12) What is your highest level of education?

- High School
- Some/completed post-secondary
- University degree

13) In what area do you live?

Postal Code: _____

14) What is your household income?

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changes in closing on Tuesday, Oct. 16, or closing on Black Monday, and again at closing on January 15. Not one of these stocks — which range from small Canadian-owned firms such as IBM Canada and Comshare and Amstrad to Bell, Canada International, Xerox Canada and IBM — has fended back in its pre-trust price. On average, the 15 stocks dropped 11.14 per cent on October 16, and they're down 22.87 per cent below pre-trust prices.

Communications-related companies have fared almost as pre-trust prices (Bell Canada Enterprises alone Jan. 15 is C\$10.10, having closed Oct. 16, at C\$11.70, while computer companies have continued to drop). One exception is Devtronics Telecom, the troubled Saskatoon communications equipment maker, which dropped only 10 cents on the day of the stock switches since it had two dollars more to C\$11.70. The other is IBM, which closed Oct. 16 at C\$11.65 and is now up to C\$11.90.

The Toronto Stock Exchange's High Technology Index (which contains companies from industries other than computers and telecommunications) has held steady at about 779.

EPSON TO APPEAL PRICE MAINTENANCE FINE

TORONTO (CP)—Epson Canada Ltd. says C\$200,000 fine imposed against the company for fixed price maintenance in insurance and oil will appeal. Epson pointed gruffly to the charges, which arose from a clause in dealer contracts requiring dealers not to advertise Epson products, or less than suggested list price, but said it had no license to choose who might. The judge ruled the case against the dealer, and found that no damage to dealers or consumers resulted from the Epson's actions. Although not quantifying the amount, Epson said the fine may have been levied on dealer contracts. Epson Canada and its insurance agents claim would be entitled to dealer contracts "form to protect dealer integrity so that dealers would be able to offer proper service and support to their customers." The company also filed an application for the removal of a "price marker" in Epson products in Canada, in which Epson equipment is sold by non-approved dealers at higher prices. Epson may yet have such products on the market by Epson Canada's own list price, the company said. Epson Canada, a wholly owned subsidiary, will be 51 per cent of the company controlled by its parent, Matsushita of Japan.

CONTACT: EPSON CANADA LTD., 101 Yorkland Blvd., Mississauga, Ont. M1J 3J1, (905) 483-5950

WAIT-AND-SEE ATTITUDE GRIEVES CLARKS

VANCOUVER (CP)—The creators of Apple Computer's software "opinion," Clarks Corp., will probably be keeping quiet in the long run. Canadians who develop software for Apple machines believe:

"We would be very surprised if the success that Clarks takes especially affords Apple's partners," said David Rehak, a director of Clarks Software Ltd. in Vancouver. Apple Canada has generally been supportive of third party developers, Rehak said, and there is no reason to expect a change. He said Clarks could be seen as a model developer, helping others in their field.

Tom O'Riley, managing director of Redfield Software Inc., also in Vancouver, agreed the Clarks could help smaller software through marketing partnerships. He added that providing the software for Apple hardware should benefit everyone. "I think it's Apple's intention to cover the world with Macintoshes," said O'Riley. "And I think that's why Clarks has been set up further north west." Michael MacTaggart, general manager of Macintosh Canada Inc. in Vancouver, neither company is "very pleased" with the news, which he believes will affect Macintosh sales by reducing legitimate purchases of software. Russel Fisher of Logix Computer Systems Inc. in Mississauga and the source "would have a positive effect."

The reasoning behind partitioning Clarks from Apple — giving Apple sole of those computations with third party software — seems well thought out, however. "It's a very logical way of doing things," said MacTaggart. "It's not independent to us. Apple probably will do it," O'Riley says. Clarks will benefit from having Apple's resources behind it.

However, and MacTaggart, "I don't think there's any intention on the behalf of Apple to provide Clarks with any further software."

CANADA REMOTE SCRAPS ONTARIO COMPUTER EX-CHANGE

TORONTO (CP)—Danish Remote Systems Inc. is dropping the Ontario Computer Exchange after three months of "trying to figure out how to integrate the OCTC into our operations," the hardware and software dealer and bulletin board operator said in its latest newsletter, newsletter.

The exchange, which was affiliated with the Business Computer Exchange, "temporarily closed offices in reaction to user equipment," president Joe Newell wrote. "We also appear to need a much faster sell off than we're prepared to give. Canada Remote has never been bound for the hard-and-fast type of operation, and we're not about to start now."

CONTACT: CANADA REMOTE SYSTEMS, Suite 211, 4196 Dundas St. W., Toronto, Ont. M3R 1Y6, (416) 233-2360

COPYRIGHT LAW MIGHT MAKE MANY USERS TECHNICALLY PIRATES

OTTAWA (CP)—Canada's proposed new copyright protection for software might put a lot of personal computer users on the wrong side of the law.

The new law, due to go before the House of Commons in the next three weeks for first reading and final debate, specifies that the licensee of a software package may not make electronic copies of the software, nor copy it between users, without the vendor's permission. That means if you make two backups, or if you copy the software to your hard disk and then back up the same contents of the hard disk, you are technically breaking the law.

Opponents to the proposal would have called it a "financial豪傑" of back-up copies. Michel Hervé, a spokesman for the Federal Department of Communications, which helped draft the proposal, said the wording was changed because some software companies wanted a ban on back-up copies specifically. And Daniel Hudon, president of the Information Technology Association of Canada in Toronto, said that while his organization had lobbied for the one-copy limit, it recently agreed with the software Council computer users' should be penalized, however. Toronto lawyer David Lassiter, of the firm Gertler, Traub and Rosenberg, and evidently is likely to prosecute a case for making legitimate back-up copies.

BEDFORD SOFTWARE LTD., of Vancouver, has released Version 2.31 of its integrated Accounting package. The new version includes 1987 tax tables for all Canadian provinces, updated Workers' Compensation Board wage rates, and the ability to print T4 forms for Canadian income tax in the current format. Suggested retail price is C\$349.

MICROSOFT CANADA INC., Toronto, has appointed Francois M. Saucier as the president of national sales and marketing. Saucier was formerly Marketing director at The Creative Marketing Network Inc., Microsoft Canada's strategic software agency.

THE CANADIAN GOVERNMENT has imposed a new federal telecommunications tax of 10 per cent on all long distance phone calls, whether residential or business. On the other hand, Teluscan Canada has reduced rates for overseas phone calls from Canada by an average of 13.3 percent. The cut results in short calling a U.S. or another continental cell costs more than most of us can afford.

NEWSBYTES-JAPAN

By Matsuya Miyazaki and Keiko Yamamoto

FUJI XEROX TIES UP WITH SUN MICRO SYSTEMS

TOKYO (CP)—Fuji Xerox and California based major workstation maker Sun Microsystems have signed a broad business agreement, which includes joint development of computer server processing units and operating systems. Under terms, Fuji Xerox will adapt Sun's processor-coded SunOS Processor Architecture Computer (SPARC) as its workstation. With SPARC, Fuji Xerox expects to reduce the production time of its medium-duty document servers faster. Meanwhile, Fuji Xerox and Sun will jointly develop a new operating system, with powerful network features. The new operating system will be based on the SUN OS. Sun's version of Unix operating system. Sun Corps will sell SUN OS with Fuji Xerox's communications protocol, and Xerox Network protocol (XNP).

CONTACT: Fuji Xerox, International Sales Bldg., 5-3-5 Aoyama, Minato-ku, Tokyo 100.

CHINA GETS DOWN TO PC EXPORTS—China is getting ready to export personal computers to the world market in a big way. According to capital and exports, the Chinese Computer Development Corp. (CCDC), headquartered in Beijing, will sell IBM PC/XT compatible PCs, for US\$150-\$200, during September and November of 1987. The number is small but the company has planned major customers in the U.S., Singapore, Hong Kong, and Australia. CCDC will export more PCs this year.

MINOLTA ENTERS PC MARKET

TOKYO (CP)—Okinawa based Japanese camera maker Minolta will release two types of IBM PC-compatible personal computers in Europe and the U.S. in February. The PCW-2 and the PCW-3 have an 8MHz CPU, and more奔腾的 computers are being developed with faster machines. They run a Japanese operating program, or English hypertext program, and graphics, and microcycle. The PCW-2 has two 5-inch FLOPs, and the PCW-3 has a 5-inch PDD and a 30MHz gateway board disk. They are priced around \$3,390.

CONTACT: Minolta Camera, Okina Kohoku Bldg., 7-80 Yashio-cho, Itogun-ku, Osaka-shi 541.

SUSHI BYTES

PHALCON TECHNOLOGIES IN TOKYO—Phalcon Technologies, Inc., USA, will set up a chip design center in Tokyo. The company will design IBM-compatible computers and provide a consulting service. It also reported that the company will set up the design centers in Korea and Taiwan.

CRAY JAPAN AND TSUBISHI—The American subsidiary of supercomputer firm Cray Japan and Toshiba have officially agreed to cooperative sales of Cray computers in Japan. In the agreement, Toshiba will handle Cray's supercomputers with various Japanese computers and peripheral equipment to meet the demands of Japanese customers.



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Our trained staff will quickly integrate your present accounting system onto Bedford's great new program, **Simply Accounting**. Accuracy and minimum disruption to your current operations are our priorities. One-on-one program training is also available.

Call us at 530-6457



SOFTWARE DEVELOPERS AND PUBLISHERS

ALTEC DESIGN GROUP LTD.

403-195A Street, Langley, B.C. V3A 5H1 (604) 530-6457

Simply Accounting: Macintosh Accounting From Bedford

Program Requirements and \$195

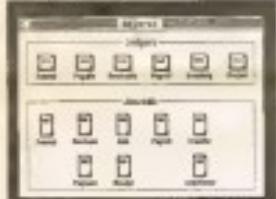
Simply Accounting Program 409.5K Help/View: 75K File Size requires at least 800K of on-line storage. The program needs 1 megabyte of memory and the newer 128K RAMDisk can run a 32K Plus or better). Up to 5000 GL accounts can be created using 4-digit decimal 100 million dollars is the maximum account balance value it can handle. Suggested Retail Price is \$449. Update Version 5.0 which includes program enhancement and new tables for the payroll module. The program is copy protected.

What's It For?

Bedford's new accounting program, Simply Accounting is a fast entry into the increasingly crowded accounting market for Macintosh. It is a low-cost single-user accounting system for small business. The target market for this product is small business accounting. Simply Accounting will be competing with the likes of In House Accounting (GL, AR, AP - \$229), Back to Basics (GL, AR, AP -\$259), and Accounting Inc. (GL, AR, AP, Inv - \$409). While it is a powerful program, it lacks some useful features such as password protection, and a graphical capability.

Simply Accounting features fully integrated GL, AR, AP, Inventory, Payroll and Job Costing modules, all in one disk. All balances are constantly updated as entries are made. Reports can be run before or after the entries, which facilitates error checking. The job costing module gives the ability to accumulate project, department, profit centers.

See Off: Info Reports



Ease of Use

The program puts the Mac interface to good use. Data entry is straightforward situation. Error handling is reasonably good with the witty codes provided. For example, the date entry controls give warning if the date of entry is changed by more than two years. If the date moves past a sufficient accounting date it also sends warning messages to the screen.

Most likely when there is a function of entry option have-a-go up, resulting module which allows "push-and-click" for the appropriate entry. These resulting windows also supports the arrow keys on the newer Mac keyboards.

The ability to split journal entries has been up to 255 ledger accounts available. This feature is designed for their music-orders who take out \$2,000 in parts costs and don't need to duplicate it over a hundred or so expense items.

Two major complaints against the program were found with respect to data entry. A mathematical error of Povint was flagged data entry. There was no provision that errors will be ignored if the user has to do something difficult to Povint an entry (i.e. pick up the mouse and click) but the reality is that catching such errors does not necessarily considerably. Another improvement would be the ability to output a report with a "Crossword-Print" as is available in a number of Mac databases. This is especially useful with reports requested in order that take a while to complete.

Performance

Bedford has taken the same approach on this version as their PC programs where much of the data is loaded into RAM. This makes the program run very fast. Formulae are built into the data and has a megabyte of memory, it has more capacity than the PC which is limited to 640K RAM. Correspondingly, the capacity of accounts is about double that of the PC version.

The program allows the user to move whenever they wish, in addition, it will save whenever memory is passed and when the program is closed. This provides reasonably good protection against losses when sessions of data entry.

Ready-to-Run, The Set Up.

Set up is fairly straight-forward except that the "Ready-to-Run Ready" module of integrating the program in integrate all the four critical bookkeeping. Bedford's approach to setup here is that it allows historical data to be entered and balanced before the program begins integration. The "Ready-to-Run Ready" feature processes data correctly, and quickly to set, if not possible to other GL Account balances, though it is still possible to add more GL accounts and extend existing ones. It is a good idea to read through this section a couple of times before launching our conversion.

Set-up complaints are prevalent on disk. They cover a good range of GL account options so that with a few modifications, most small business can be set up without having to start everything from scratch. Using the existing templates has the added benefit of having the integration accounts already determined. This, fortunately, is not a complex task if it becomes necessary.

The program uses four digit numbers for the chart of accounts. There are seven ranges which must be used for Assets, Liabilities, Equity, Revenue and Expenses accounts. These cannot be changed. Each set of accounts is limited to 1000 segments. So although the program can potentially handle 5000 accounts only 1000 digits may be set out and accounts such as Expenses. This should suffice for a limitation for most small business, but it may be a consideration for larger ones.

Books/Payables and Payables

The program employs the open series method for both receivables and payables. There is no option for balance forward so entering however customers or vendor invoices that are fully paid may be either purged or re-used. The documentation claims that the program can handle 2,000 customers or vendors with transaction limited only by available memory. The aging periods can be defined by the user. As a word-wide addition, avoiding the limitation of the standard 30-60-90 day cycle.

Any revenue or expense transaction can be allocated in profit centers, divisions or projects. Up to 2,000

bedford

Simply Accou



Key: The program can be used in conjunction with a manual accounting or ledger system, or by printing on carbon computer forms.

Inventory

The inventory module uses the average weighted cost method and can report on a margin or a mark-up basis. It updates from the Receivables and Payables modules, a nice feature for small business. According to the documentation, it can handle up to 10,000 inventory items.

Job Cost

Any revenue or expense transaction can be allocated in profit centers, divisions or projects. Up to 2,000

Accounting

for small business

but there is a double edged sword. As a user leaves with the program in their leave, because printing a chosen document's file, the journal entry, it is conceivable to print out lists of all the data entered.

The accounting program has the ability to print out statements and summaries on other pages so the user may buy additional forms, which are readily available, but it would be more feasible to be able to change and print customised versions and statements.

Reporters limited in their flexibility. In designing reports, it is a nice addition to be able to choose date, but the program doesn't give access to different book ends. The revenue end and the profit lost may also be different. One slight addition is the ability to suppress new ledger entries from reports.

There is no budgeting feature in Simply Accounting. The program will not make any year plans either. The current month and year in date do not appear on the same report. Fortunately, one easily can print reports on different periods. The program does have reporting capabilities for any of its reports which can be easily sent to spread sheets and word files. This is a nice feature to update up the program whenever limited reporting functions.

An audit trial is also available from the General Journal Report. Documentation

Simply Accounting comes with a very professional looking three ring binder User's Guide and accounting manual complete with section divider tabs. The major shortcoming of the manual is that the tutorial section is... "steamy". It covers off any other areas before giving a comprehensive feel for the programs. Therefore the manual additive from a complete approach at some areas. It answers what every one in a Mac server, and doesn't mention keyboard macros or mouse clicks, which may sound like appropriate. At the point in the User's Guide they go so far as to suggest returning to the Finder to open a file by means of using the "Open" and "Open" menu options under the File menu.

The manual is better than a though useful accounting manual. The intention is not to teach accounting, but rather bring the user up to the level of understanding necessary to set the program. Certainly there still requires the review of an accountant in setting up the books.

The documentation also suffers from a short sides. For example, the most relevant item of "Printing" is not included. Another helpful feature would have been to press the chapter headings on the tabs which divide the sections rather than just using numbers. The number "3" doesn't tell very much, but "Topics" might.

The "Tips" section of the manual could be sup-

plemented more effectively, sometimes the main body of text is used in the tips, and others I think it makes sense, a different file would have helped, or perhaps a directory box, (see pg 2-13 of the User's Guide).

4. *Macintosh Business*



Making journal entries is fast and easy

The help files included on disk are very limited, accounting for only 1K, but they can be somewhat helpful on occasion. To call them extensive though would be a definite overstatement.

Support

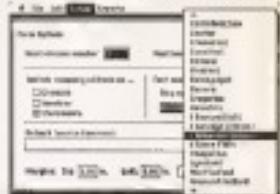
Bedford often telephone support, (customer pays the long distance charges if from out of town) by telephone for \$60 per hour. Payroll, sales and programs updates are available for \$99 a year. Bedford will replace defective disks for free.

We Blame You...

The lack of planned protection seems major. Even one or two clouds would be useful as a visual reminder to protect sensitive information regarding payroll, etc. Why they left it out is a mystery since planned protection is available for the PC version, although it was apparently simpler to use. Bedford seems to have thought the help was written better by not including it here. Not having someone posing as recording artist such as one or least payment is another big oversight overlooked. A guiding capability, while not a standard feature in accounting programs on the Mac, is certainly a missed feature from in Simply Accounting. Finally, a plain paper option for statements and invoices would be a great addition, for those who don't want to spend more on computer forms.

Value

Bedford has come up with a sleek and polished look and functioning software for the Mac. Entering in and out



pop up menus allow for direct control

last to come up. Given Bedford's reputation for quality at a good price in PC accounting software and the growth of Macintosh sales, it stands to reason that this product will be well supported and improved. With the addition of a Canadian payroll option, Simply Accounting should be a high priority choice for a number of Canadian small businesses who straight forward accounts provide. An American service is also due up shortly. Although the pricing seems a touch high, given the "plain vanilla" features offered, we rate the program value at good.

police progression from one to any other. These parts produced are for revenue and expense by project, and they may be detailed or summary. The program will not produce revenue balance sheets by themselves, only a schedule of revenues and expenses.

Payroll

See the Payroll survey in accompanying article for details on Simply Accounting's Payroll.

Reports and Printing

A shortcoming of this program is that it lacks a check made for printing cheques. Both items were pre-printed and passed individually. This approach does allow for both manual and computer generated cheques

Survey of Canadian Payroll Software

It is remarkable to see how company's payroll can be run on your office PC. The books and memo accounts may tell you so. We intercept here to give a survey of your best option available running on both MS-DOS machines and workstations. In setting up our comparison table, we found it easier classifying them according to its purpose and to avoid an excessively cluttered and unreadable table, we opted for a more simplified rating scale (0 to 5) based on the program's features, the features, two (AF) to three (well) and three (SF) if it's outstanding.

Program Qualifications

Each of these programs of course has its own weaknesses. ACCPAC is designed for the user who requires the flexibility and capability provided by its own dedicated formulas. For complex and non-varying deductions, it is superior to simple standard codes with the exception of employees possibly requiring choices or departmental options. It is also well suited for payroll processing with a large number of employees.

Runned without the PC, it has been designed for the small business managing within a small number of employees who requires distribution of the payroll to its staff.

Both MacPayroll and Payroll-It serve the mid-size of the spectrum. They have many flexibility in defining wages and deductions their Macbook but lack the capability of user defined formulas as on ACCPAC. Payline is a diffuse 3.0 program and MacPayroll is written in a Mac database program called Oracle 3. Correspondingly both programs pay a price in speed of screen refresh and report updating.

Another module of the system is Accounting Plus 10. This is a stand alone product with many powerful features. Accounting Plus is presented as a program to handle larger payroll systems the capabilities of ACCPAC. It would qualify to the ACCPAC general ledger.

All the programs allow for the printing of duplicate cheques in the event of errors in printing. This brings up an important accounting difference between the programs. Only ACCPAC provides an audit trail which would identify that multiple cheques have been

RECOMMENDED: MAC AND PC

Macbook's software does about the same thing as both the Mac and the PC, so the price differential between the programs seems a little high. What's happened to economies of scale? The packages do a similar job on both microcomputers. The programs are very well done, if a little slow in the initial set-up.

Both of the Macintoshes do well in reporting functions. It does not give a monthly payroll summary report and a report which calculates the remittance to the Government. The enhancement is given to the General Ledger and payroll but deduction processing is a specially named report as in the other programs.

AF's program will print "Take the employees Bedford, however, does not produce an employee summary of T-4s. Instead there is need an employee summary of T-4s. However, there is a good choice of deduction as well as a menu type can be printed. The system information is stored in Bedford's payroll portion so you can at least good choice as a stand alone payroll program. It, however, Bedford has acquired for the General Ledger or other functions, and the choice is between a stand alone payroll and printing Bedford, Bedford's is better choice overall. The differences in all three, a good one always labelled in most and sometimes takes a lot of work to get used to.

One of the major differences with operation of the systems is that Bedford requires the user to print a cheque and subsequently after entry of each payroll record. This creates a situation of having to enter and print, enter and print. If the number of employees is

small, this will not be much problem, as larger companies, this approach could be very time consuming. All the other programs take a batch mode approach to the payroll process. The data entry portion would make a difference of time savings in case savings. The entire cheque run can then be run in one batch.

MACPAK PRO

MacPayroll does a good job of generating a healthy supply of reports. The documentation is clear, although a good manual, beyond the on-line help, would probably free the learning curve. One inquiry is that they have a less user friendly base and more plain than you can expect from a Macintosh program or a Mac program on the phone. The program is a large dose in putting entries and reports in. It is based on the database language Oracle 3. Once you put it all in there through a menu there is a payroll entry and order. Advances can be done either individually, or with a global command for a group of employees. You now need to deal with individual employees as they should except by putting entering entries, which lessens the workload. The software has some quick error checks including the ability to detect logical bank account numbers. It is possible because the bank account is a check sum.

MacPayroll's word processing doesn't leave anything to do with an accounting software. It is as ugly, close, ugly. It is a characteristic this would not come up as much in a PC version, but it stands out against other Mac programs which allow much more flexible word processing and report generation.

If you can put the look of it, it is better, especially as in the new pricing just announced by AF. As of February 1, the program will cost \$2,449. The company also intends to release a fully functioning Macintosh version which will do 3-employee PAYTHERE.

An important accounting program with Payline is double year-end information for any employee can be stored and no need total inputs will generate by the system. Otherwise the program speaks as stated. It is automatically flexible in its currency and deductions. The documentation could be improved by expanding the index and introducing a history. A word processor and word editor are included. There is a choice of further enhancements. Microsoft entries help would also facilitate mastery. There entry in currency in Payline. It is often necessary to print T-4/T5/NR to move the cursor through a screen in which no data was to be entered.

ACCOUNTING HASTHER

Accouting Plus has some resemblance to another payroll program called Financial Master which doesn't have a name. Accounting Plus has many improved features, including a library from using categories. It will now let you use plain paper or post cheque books. As mentioned previously, the program will write directly to ACCPAC general ledger file. It does this for Client Strategic as well, another popular accounting program.

A full set of reports combined with a large degree of flexibility in both deduction and variance types make this a good no program. The program allows for all three types of entering for both currency and deduction.

It is a manual entry, where the amount is typed in at each function,

or a menu entry, where a fixed amount is entered in advance and entries of each payroll.

It is a summary, where the amount of the deduction is a percentage of some earnings number.

In addition, a manual override is available for any entering or formula entry.

Your accounts may still grumble, but they are more likely to grumble approvingly at the way Acc-

ounting Master deals with allowing account balances. Although it is possible to do this to other earnings accounts, that feature is only accessible to the highest level of parameter control. It still allows you to generate deposit slips in a change, but this is a waste of time since Doubleclick offers better accounting controls.

ACCPAC

ACCPAC is very complete. Setting up the system for the first time is not for the faint of heart. Advanced planning, the manual and strong service are the key to a successful approach to setting up the ACCPAC payroll. Once set up, the program is not difficult to use and changes go on smoothly. Your entry in data can be updated by the use of occurring time sheets. Adding new employees is a snap; just remember that if job classification are set up for employees with specific earnings and deduction types.

The software can be customized for job costing, reports and documents. It may sound like a lot for the average small business but money savings categories prove to be a timesaver for the more used computers. Most importantly, each vendor has necessary documentation available. ACCPAC does not include the employees portion of their payroll costs in an job costing system, so it is important, an important oversight.

THE BANK

What about the Bank says? The system is around a dollar per person per payroll, so you figure it out if it is a lot of your company. And the main idea is that customers who take a lot of updates, changes in government regulations and even giving the country into poor employee accounts. You don't have to worry about explaining payroll inquiries to your employees, only your books know to be true. On the negative side, you have to pay for the software which is a waste of money, but you have just one difference in them further to above due to if you where in one location, they paid to an out place government contribution for a whole branch bank. So help us help you if they provide the money, yes. Well it makes small payroll. Still lots of customers would be willing to calculate the cost of a lot of small payroll programs mentioned here. Banks can't really explain the variances and deductions as you specify and there are limits to the job costing information that can be stored.

And the Envelope Please...

All of the programs represent good value for the money. When you want to make better buy than the book or a manual system depends on your company. With the range and uniformly good quality products available, your company can provide paid upon the payroll processing.

For companies in payroll, ACCPAC stands above the rest. It does individual all the engine features a easy possible to change and add all the engine features would be able. For a small to medium payroll system without too many complex earnings and deductions, Accounting Plus offers a professional and easy set up alternative to ACCPAC with the added benefit of education. MacPayroll is a good solution for the "Mac at Work Office". It is priced very reasonably and provides a good variety of reports. Bedford is more suitable for use for a very small payroll or if you bought it to handle the rest of you books and with to maximize your investment.

The hard work for this article was done by Jojo Horan, Certified General Accountant of Horan Consultants Ltd.
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Telephone: 268-7086 - FAX:

Canadian Payroll Programs

Product Name	Simply Accounting	Mac Payroll	Payline	Accounting Master	ACCDAC Payroll	Bedford Integrated Accounting
Company Name	Bedford Software	Athen Design Inc	Zoncom Software	Accounting Master	Computer Associates	Bedford Software
Version	1.0	2.0	3.0	2.1	4.2	3.21
Operating System	MAC Macintosh Mac Plus	MAC 256K	MS DOS 386	MS DOS 128K	MS DOS 256K	MS DOS
System Requirements						
Cost						
Program Updates	\$499/year	\$30-149	\$449-\$999	\$495	\$1200	\$199
User Support	\$50/hour	\$120/year free	\$125/year	\$495/Update free	3rd Party	\$59 \$60/hour
Supplier Support						
Installation & Training	3rd Party				3rd Party	3rd Party
Documentation	++	++	+	++	+++	++
Tutorials	++	+++	+	++	++	+
Hot line	++	+++	+	++	+	+
On-Line Help	++	++	+	++	++	+
Customization available	+	+	+	++	++	+
Capacity	++	+++	+++	+++	+++	+
Flexibility						
Booking Types	+	++	+	++	+++	+
Range of Pay Periods/Periods	++	+++	+	++	++	++
Deductions						
Automatic Calculations	+	++	+	+++	+++	+
User Definable	+	++	+	+++	+++	+
Options						
Advances	++	+++	++	+++	+++	++
Job costing	++	+++	++	+++	+++	++
Multi Provincial Employees	+	+	+	+	+	+
Quebec Deductions	+	+	+	+	+	+
User Invoicable Invoices	+	+	+	+	+	+
Integrates to Accounting Program	+	+	+	ACCDAC	+	+
Batch Processing				++	+	
Multiuser Version					+	
Password Protection	+	+	+	+	+	+
Summary Reports						
T-4	+	+	+	+	+	+
Month end summary	+	+++	+++	+++	+++	+
Report for Receiver General	+	+++	+++	+++	+++	+
T-4 Summary	+	+++	+++	+++	+++	+
Audit Trail	++	++	+	++	+++	++
Performance						
Ease of Set Up	+++	++	++	++	+	+++
Ease of Use	+++	++	+	++	+++	+++
Speed of Posting	+++	+	+	++	+++	+++
Speed of Check Processing	+	+++	+++	+++	+++	+
Entry Error Checks	++	+++	++	++	+++	++
Arithmatic	+++	+	+	+++	+++	+++

MACWORLD SPECIAL REPORT

MACWORLD CROWNED NEW PRODUCT INTRODUCERS OF THE YEAR

SAN FRANCISCO (NVR) There's no doubt that the Macintosh has become a mainstream machine if the number of units shipped last quarter is the MacWorld Report of last evidence. "Visibility of the graphics at or right Macintosh sales of the Macintosh Computer will be easily exceeded by the dozen copies of 111 and will do great accomplishment of being much in use," he says before there finally joined a copy in his office. The share break-off attendance records for a San Francisco area trade show, drawing 30,000 people (the first day) compared with 10,000 for all three days of the MacWorld Expo '87. The 300,000-dollar-plus budget's been well spent, he claims, because "we're getting a lot more people for the initial day's crowds." From the great investment in the show to record numbers, as much that most companies can and of press packers with better scores.

A variety of new entries were previously well received, and our other report have the highlights.

ORCHID INTRODUCES COLOR FOR THE MAC II

SAN FRANCISCO (NVR) The highlights of the show last week were Orchid Technology's new color video interface card for the Mac, resulting in a record sale of the Macintosh SE. The color image, up to 16 million colors at a price of \$4,895, is displayed under either Apple Color II SCSI monitor or an RGB or compatible VGA monitor which is hooked up to the Macintosh SE. The resolution is 640x480 pixels. The SE's built-in monitor is also used with a color monitor, ColorVision II, has a 75% larger display area than the SE's built-in black and white screen. A compact expansion slot and NEWSNET III is a variation of the best selling news and share program. All the basic features to make an color system ColorVision II and other manufacturers are adding the capability. That is to say, in February, ColorVision attach for \$895. CONTACT: ORCHID TECHNOLOGY, P.O. Box 415865, 800-547-0800.

FORMS GENERATION A BOOM NEW MACINTOSH APPLICATION

SAN FRANCISCO (NVR) Several firms showed off software to make the Macintosh to generate professional-looking standard or custom forms, a bit like word processors, according to Dataprojects. The software tracks line proportions and creates horizontal and vertical lines for 20% between 1985 and 1990, from \$700 million to \$17 billion.

1st Class of Mountain View, California, displayed SmartForm Designer and SmartForm Manager, two programs which can be used to create expense reports, account purchase requisitions, or form applications, for example. It's a object-oriented drawing program which includes graphic tools for various creation of such components as fields, tabs, check boxes, and others. It also contains data definition features that allow for electronic capture and the subsequent manipulation of data in the forms. Available at the second quarter of 1988, SmartForm Designer will cost \$395 and SmartForm Manager \$149.

*Software, Camarillo, California, showed off prototype form generator called Dynadraw. Titled "graphically intelligent," the program has the ability to change menuitem's transparency when anything changes field size or graphic element takes place. The program has a basic word processor, drawing checker, spreadsheet interface, and bit-mapped graphics editor, among other features. These features are planned for the new release, Release 1, which has the above features, Release 2, which adds management networking capabilities, and Release 3, is planned to have complete tools for printing, drawing, and charting.

NEWSBYTES was unable to obtain pricing on the package.

*Eltex Enterprises of Edmonton, Alberta, Canada, showed that Formix version 1.1, an object-oriented drawing program for Macintosh that includes a variety of design elements including gray screens, borders, variable type sizes, procedures, compound independent horizontal and vertical grids, and printing and non-printing drawing planes. The program also performs calculations in data entry fields. The list price is \$149 and Five Forms contains a four-template disk filled with forms ready to use.

*Specialized Systems, Madison, Wisconsin, took a different approach to desktop publishing. A pre-printed form can be used as a source, and a unique program called TrueForm, and DiskEdit for the Macintosh. The software can "form" placement of items in a frequently used form, performing calculations, and/or print documents. The user simply needs to tab through each section to fill in as one. The form can be printed out on either an ImpactWriter or LaserWriter printer. Available now, the program costs \$495. Said company President Mike Hahn in NEWSNET III, "Why use the wheel?" He said his product is the only one available which allows the Macintosh to act like standard word and pre-printed forms.

POWERWARE HYPER-LEVEL

SAN FRANCISCO (NVR) From new publications to new applications, Apple's HyperCard demonstrated this year's MacWorld Expo. Here is a partial list of the new products and ideas on display:

- HyperTalk, Macintosh, Mac, Amiga, exhibited HyperTalk, a card access memory which allows 312K Macs and up to 4-MB HyperCard cards while using other application software. The card memory stores and allows the contents of a stack to be changed. Available now, for \$69.

*Action, Mountain View, Ca., unveiled Parallel, a fast-time, graphics-oriented hypercard-like program with drawing tools to place lines, boxes, text, and graphics anywhere on a page. Prices also support zooming for polygons, scaling, and reduced imports, including data, fonts, rich media, graphics, and icons. The price is \$100, and \$100 when the product can be licensed to More.

*Acronym also showed City to City, software which is a comprehensive travel guide for 36 U.S. cities and contains information on restaurants, events, etc. Available in March, the program is set to cost \$50.

*Cognition Technologies, Cambridge, Mass., has what's considered the first standard interface shell for HyperCard. Called Gridlock, the shell produces a look-and-feel-based interface and can be used to create expert systems. An artificial intelligence shell or "intelligence" shell that would guide him or her to a solution to a problem, it's now in preprint a Christmas dinner, for a Dr. Frank Foye, creator of the world's problems. The retail price is set to be \$195.

BUILDING BLOCKS TO THE IBM WORLD: EDITION ON A MAC

SAN FRANCISCO (NVR) While DEC and Apple are involved at work improving communications between their machines, others have already produced new products to link IBM and Macintosh PCs. Apple's association of AppleTalk PC (see NEWSNET II) was followed by an offering from Transpac Technologies of Novato, California, which showed Transpac-IBM, software which enables a network of Mac and IBM to share network. The product does everything that AppleTalk PC does, besides not yet supporting DEC-OS 3.0 applications but PDS2 computers and software as well. Transpac pricing its peripheral card software exactly the same as Apple.

APPLE/DEC FORM STRATEGY: ALLIANCE

SAN FRANCISCO (NVR) On the opening day of MacWorld Expo, Apple and Digital Equipment Corporation laid in first moves of an impending alliance by announcing plans were ripe. AppleTalk DEC plus a cross-developing effort in message Management and the AppleTalk network with VAX and DECnet/OSI networks. Separately from the alliance are plans and an application programming interface for developers to write distributed application exchange programs. DEC has the second largest installed base of machines, second IPM, and in concert with Apple, whose Macintosh sales are expanding, makes the biggest threat to DEC's dominance of the computer market as its latest Apple game new players in the segments market where the Macintosh is finally gaining acceptance. ANDDEC, which successfully launched the small system market with a machine called the Rainbow, no word yet on a new, but finally offer a personal computer in its consumer.

Analysts suggest the partnership will result in a cross-implementing agreement between the firms and DEC may usher in many new software innovations this fall year.

THREE NEW LASER PRINTERS FROM APPLE

SAN FRANCISCO (NVR) — Apple has expanded its LaserWriter line with three new models, ranging from an entry-level model at \$1,995 to a high-performance, expandable model at \$3,995. Apple also plans to implement all of the printers can be upgraded to the next higher, or highest performance LaserWriter. The Canon LBP-5K second-generation printing engine, and to produce desktop blacks, higher reliability, and longer life span, drives all three models. The low-end LaserWriter ESC, designed to be used alone with an individual Macintosh, has 128Kbytes of RAM, uses the Modem 3000 chip, and utilizes the QuickDraw module, which addresses the Macintosh screen, to print a page. It is not a Postscript printer. However, it comes with a seven-character font Courier, Helvetica, Symbol, and Times, in point sizes of 5 through 24.

The simple document processing by Apple is remarkable at its definition and clarity and to the naked eye, is visually indistinguishable from the output of the previous LaserWriter models.

The LaserWriter ENT (entirely new technology), priced at \$4,000, has 1-Mbyte of ROM and 2-Mbyte of RAM, comes with 25 standard applications, and can print up to a network. The high-end LaserWriter ENTR, at the top, has prints to run on the Macintosh 6000, the device of the Macintosh II, and is aimed at the high-end users. It is said that the ENTR has twice the expansion slots for the addition of RAM (up to 12 Mbytes) and SCSI-based drives. It also includes built-in 30-MHz workstation.

Apple promises to continue to support various versions of LaserWriter and LaserWriter Plus printers.

All three models are expected to be in retail stores by February.

APPLE ALSO ENVISAGES MODE INTERFACES

SHERIFF APPAREL INC.

SAN FRANCISCO, CA (NVR) — Macintosh can now share data with PCs on an AppleTalk network with Appletalk PC, which Apple finally shipping. The price of Appletalk PC is set at \$149.

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By Wendy Woods

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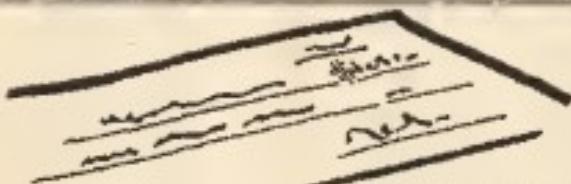
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O.S.S.: Optical Storage Systems is a Vancouver based company specializing in optical storage technology. As a systems integrator, O.S.S. supplies hardware, software, consulting, CD-ROM application support and premastering services.

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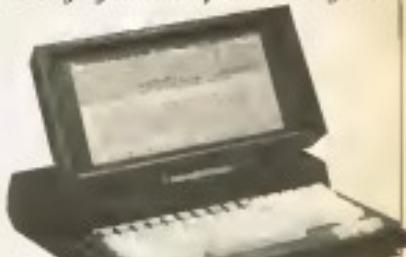
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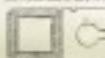
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